

Message Text

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ORIGIN COME-00

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DRAFTED BY COM/OED/MEPD/J.PHILBRICK/MJJ

APPROVED BY EB/OCA/REP:GPWILSON

COM/OED/MEPD/M.WELLS, DEP. DIR.

COM/OIM/L/SILLOWAY (INFO)

STATE/EA/IMS/A.DORNHEIM (PHONE)

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R 032340Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

AMCONSUL SURABAYA

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E.O. 11652: N/A

TAGS: BEXP, ID

SUBJECT: MAJOR PROJECT: SUGAR MILL CONSTRUCTION

REF: JAKARTA 15253

1. AS WE NOW SEE IT, THE PRIMARY OBJECTIVE IN A TRIP TO INDONESIA WOULD BE TO PARTICIPATE IN MEETINGS WITH INDONESIAN DECISION MAKERS AS ARRANGED BY THE EMBASSY. HOPEFULLY THESE MEETINGS WILL RESULT IN A KEEN DESIRE ON THE PART OF THE INDONESIAN GOVERNMENT TO UTILIZE AMERICAN EQUIPMENT AND EXPERTISE IN AT LEAST ONE AND POTENTIALLY MORE OF THE NEW MILLS. EMBASSY REQUESTED COMMENT FRANKLY ON THE VALUE OF SUCH MEETINGS AT THIS TIME.

2. BE ASSURED THAT IF ALL INDICATIONS ARE THAT THE PRIMARY OBJECTIVE WILL BE MET, THE PROMOTIONAL EVENT IN SURABAYA WILL NOT BE GLOSSED OVER. THE BUSINESSMEN WHO

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WILL BE IN JAKARTA, SINCE THEY REPRESENT MANUFACTURERS

WILL BE ANXIOUS TO MAKE AN EXCELLENT SHOWING IN SURABAYA AS WELL. ALONG THESE LINES WE ARE QUERING THEM AS TO WHAT FILMS, SLIDES, EQUIPMENT THEY COULD BRING.

3. APPRECIATE EMBASSY'S COMMENTS ON FINANCING. HAVE TWO ADDITIONAL QUESTIONS ON FINANCING A) CAN EMBASSY INDICATE TO GOI OFFICIALS THAT AT PRESENT EXIMBANK DOES NOT UNDERSTAND SUGAR MILLS TO BE ITEM OF HIGH PRIORITY. IF GOI

WERE TO INDICATE LEVEL OF PRIORITY TO EXIMBANK IT MIGHT ASSIST U.S. FIRMS TO DEVELOP FAVORABLE FINANCIAL PACKAGE. B) WILL EMBASSY ASCERTAIN REACTION OF GOI TO AN INVESTOR APPROACH TO THE MILLS, I.E. DOES GOI WANT ALL PRODUCTION TO REMAIN IN INDONESIA OR COULD AN INVESTOR EXPORT SOME?

4. FOR SURABAYA: WHAT DO YOU SEE AS LENGTH OF STAY? WILL THERE BE SIDE TRIPS TO EXISTING MILLS? ARE THERE ANY DETAILS OF POSSIBLE DIFFICULTIES TO BE ENCOUNTERED IN SHIPPING EQUIPMENT, OR GETTING VISAS OR ANY OTHER ASPECT OF THIS PLAN OF WHICH WE SHOULD ADVISE BUSINESS NOW? WHEN SHOULD EQUIPMENT ARRIVE? AND TO WHAT ADDRESS SHOULD IT BE DIRECTED?

5. FOR JAKARTA: WHAT WOULD BE AN APPROPRIATE LENGTH OF VISIT? HOW MANY MEETINGS SHOULD BE HELD? WITH WHOM? SHOULD COMPLETE PRESENTATION BE MADE AT EACH TIME? PER PARA 12 REFTTEL, WHAT ROLE WOULD BANK AMERICA WISH TO PLAY IN PROMOTION EVENT? HAS POST GIVEN BANK AMERICA NAMES OF INTERESTED US FIRMS OR SHOULD FIRMS MAKE CONTACT IN STATES? RE TIMING, SUGGEST FIRST WEEK OR TWO OF MARCH, UNDERSTAND RAIN IS OVER THEN. KISSINGER

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